

HIE Workgroup Meeting Summary

Workgroup: AR HIE Finance Workgroup

Meeting Date: Monday, March 29, 2010 from 1:00-4:30pm

Location: ACHI, 1401 West Capitol, Suite 300 Victory Building, Little Rock, AR 72201

Agenda Items:

Welcome/Introductions, SHARE Finance Strategic Plan, SHARE Draft Finance Operational Plan, Next Steps, Future Meetings

In Attendance: Jake Bleed (via conf call), Herschel Cleveland, Billie Jean Davenport, Joan Diehl, Kyleen Hawkins, Mary Leath, Jason Lee, Byran Meldrum, Ray Scott, Bruce Thomasson, Hannah Vogler, Randy Zook

Discussion Highlights:

SHARE Finance Strategic Plan

- Workgroup survey results were reviewed and comment addressed - all sections of the strategic plan passed, but with some comments

- Finance Principles: include something about accountability and transparency

- Innovative Partnerships - not clear, should be re-drafted to be clear that this is discussing potential private partnerships and attracting creative investment

- Finance Strategic Plan presented to Executive Committee - did not act on minority report; overall comments reflected concern that some stakeholders (especially providers) will have issues with fees, could be disincentive to use; want additional information and details and were assured that would be included in Operational Plan

- Exec Cmte approved unanimously with addendum that was added by staff based on changes in language in Technical Infrastructure plan that clarify that HIE is exchanging information, not storing it

SHARE Draft Operational Plan

- reviewed Finance Operational Plan guidelines from HIE toolkit

- Operational Plan will include: High-level budget with three phases, staffing plan, financial management, controls & reporting, finance plan & business model (including fee schedule)

- reviewed budget submitted with Cooperative Agreement Application and answered questions; budget will need to be amended

- budgeting based on approximately \$8.5 million over 4 years, with most of that spent in first two years, additional financing needed after two years

- Request For Information (RFI) going out soon from Technical Infrastructure, will help get a better idea of pricing - meanwhile, will use some estimates based on our basic research as well as other states

- discussion about possible fee structures, subscription packages, reviewed highlights from New Mexico and Maryland: revenue projections, proposed subscription rates, estimated areas of savings and cost avoidance, benefits to payers, etc.

- subscription packages should include basic level of service to providers that will meet Meaningful Use criteria

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- add-on or value-added services should be offered, especially to help meet required or desired reporting, including quality of care, health registries (cancer, flu, sexually transmitted diseases, birth and death records, etc.)
- must get creative when thinking about these additional services, information, data that might be valuable to users in order to provide enough revenue for HIE sustainability
- need to coordinate with availability of services because can't charge for subscription until that information is available in a meaningful way
- need to try to talk to providers about their ideas and expectations - AMA, CHC and Hospital Assn annual meetings/conferences

Other Discussion and Comments

- need to keep in mind specific guidance from CMS and ONC regarding HIE-Medicaid relationship, must have statement of collaboration in plan
- making use cases to various agencies to show how HIE can make things more efficient that are already being done
- with some users (ie Medicaid, Dept of Health) could use specific contract rather than subscription service
- keep in mind that providers are already paying to have information available electronically - technology costs, upkeep, etc. - even if HIE doesn't exist, so need to acknowledge this cost and be careful about charges for HIE because it won't be successful without their information being available
- there is nothing "in" the exchange - the information is from providers, the HIE is just a pathway to identify patients and find that information
- standardizing/normalizing of data is key to success of exchange

Next Steps

- staff will finalize Strategic Plan based on comments from Executive Committee and Workgroup, will be sent to editor to be put together
- draft Operational Plan, which will be drafted and passed in same way Strategic Plan was
- April 9 meeting has been changed to April 8

Assignments:

Task(s)	Assigned Member(s)	Completion Date	Reporting Method
final draft of strategic plan, including changes by EC and WG	Hannah	3/30/2010	email to WG members
draft operational plan	Hannah	4/6/2010	email to WG members
provide overview of use cases	Hannah	next mtg (4/8)	next mtg (4/8)
review draft operational plan	all WG members	next mtg (4/8)	email to Hannah or next mtg (4/8)